



Virginia Information Technologies Agency



Supplier Diversity Program

SWAM



expect the best

- 2002: Executive Order 29
 - Directed all Cabinet members, agencies and public bodies to implement equal opportunity programs as set forth in the Virginia Public Procurement Act (VPPA)
- 2004: HB 1145 (§ 2.2-4310 Code of Va.)
 - Amends VPPA to authorize and encourage the implementation of remedial programs
- 2005: Executive Order 103
 - Rescind and Restate Executive Order 29, adding new directives
- 2006: Executive Order 28
 - Continues EO 103 until September 30, 2006



VITA SWAM Program

- Interested State Agencies
 - Department of Minority Business Enterprises
 - Department of General Services
 - VITA
 - Department of Business Assistance
- Doing Business With VITA
 - Vendors must register with the Department of Minority Business Enterprise (DMBE), and
 - With eVA
- Business Development Assistance
 - Assistance preparing eVA catalog(s)
 - Business & financial plan development
 - Resource identification & support
 - Subcontractor reports



SWAM Outreach

- Quarterly workshops
 - 3 Workshops conducted
 - Over 200 vendors attended
- Associations & Trade Fairs:
 - Virginia Minority Supplier Development Council's Opportunity Fair
 - National Woman Business Owners annual meeting
 - Asian American Chamber of Commerce Seminar
 - Northern Virginia Technology Council's Annual Meeting and the Central Virginia Small Business Resource Day
 - National Association of Certified Government Business Enterprise annual conference
 - Public Safety Supplier Diversity Fair
 - 2nd Annual Virginia Black Expo Scheduled
 - COVITS
- NG Partnership Initiatives
 - Mentor Program



VITA – Direct SWAM Spending FY05-06

DRAFT-Estimate

									SWAM	%
<u>(millions)</u>	<u>Total</u>	<u>MBE</u>		<u>WBE</u>		<u>SBE</u>		<u>Total</u>	<u>Total</u>	
FY 06 1st Quarter	\$ 35.9	\$ 3.2	8.9%	\$ 0.2	0.6%	\$0.8	2.2%	\$ 4.2	11.7%	
FY 06 2nd Quarter	\$ 39.1	\$ 3.1	7.9%	\$ 0.3	0.8%	\$1.5	3.8%	\$ 4.9	12.5%	
FY 06 3rd Quarter	\$ 33.5	\$ 1.9	5.0%	\$ 0.2	0.5%	\$1.6	4.8%	\$ 3.7	10.3%	
FY 06 4th Quarter (estimate)	\$ 52.6	\$ 2.6	4.9%	\$ 1.7	3.2%	\$0.1	0.2%	\$ 4.4	8.4%	
YTD TOTAL	\$161.1	\$10.8	6.7%	\$ 2.4	1.5%	\$4.0	2.5%	\$ 17.2	10.7%	
CIO Objective FY 05-06	\$133.4	\$ 8.0	6.0%	\$ 3.4	2.5%	\$2.0	1.5%	\$ 13.4	10.0%	

SWAM Dashboard

- Commonwealth Accounting & Reporting System (CARS) is the source of SWAM expenditure data.
- Data is loaded monthly into the VITA hosted Dashboard
- DMBE determines what it considers agencies' discretionary spending (i.e exclude staff salaries)
- Going Forward
 - Working with DMBE & SoTech to include direct VITA expenditures, Credit Card purchases & Spending with Subcontractors
 - Prime Contractors submit monthly on line SWAM report
 - SWAM Contractors will also provide subcontractor data
 - VITA website & Dashboard



Virginia Information Technologies Agency

DASHBOARD

[Datasources](#) [FAQ](#)

Executive Scorecards

Operational Metrics

Top Ten Listings

Reports And Analysis

Current Page: Reports And Analysis -> Procurement -> SWAM Analysis

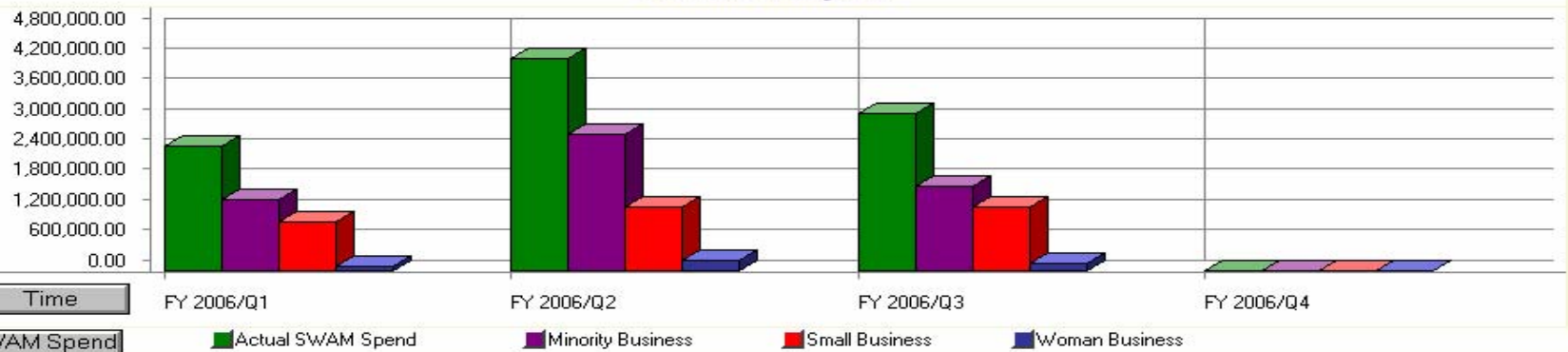
Data Source: [CARS Payment System](#)

Data Last Updated: 03/31/2006 12:00:00 AM



Period Calculation All Period Calculations	Measures Cars Check Amount	Category Type IT	Category All Categories	Agency Virginia Information Techn
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SWAM Analysis



SWAM Spend Actual SWAM Spend Minority Business Small Business Woman Business

Certified SWAM Spend **SWAM Distribution**

SWAM Distribution is now the active view.

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SWAM Goals for FY07

- Continued outreach activities to increase the number of SWAM certified IT vendors
- Educational workshops
- Facilitate a team with DMBE, VITA and DGS to develop criteria for reporting, etc.
- Continue relationship with Northrop Grumman's Supplier Diversity Staff
- Analyze SWAM Spending, Discretionary Spending, & Increase SWAM Sourcing
- Complete Annual SWAM Plan/CIO Objectives Update